



## Washington Business Making Money by Retrieving the Past

By GENE SHUMATE

**DOCUMENTATION, INC.** reports it had total sales of \$500,000 between April and September of 1961—the latest figure available—which brought a net of \$21,679.

This, the company said, is a 33 per cent increase over the same period in 1960.

Early in December the National Aeronautics and Space Administration gave the firm a \$3.5 million contract to design and install a highly technical information retrieval system.

What the system will do when finished is allow scientists to find out in minutes what kind of research has gone before on specific subjects and tell where the written results of such research is available.

This is something scientists say they've needed a long time.

**THIS is no secret:**

Paul W. Howerton, deputy assistant director for central reference of the Central Intelligence Agency, will join Information for Industry, Inc. here on Feb. 1.

He'll be vice president and general manager of the firm's new communication sciences division.

CIA has one of the world's largest and most efficient mechanized information sys-

tems. Mr. Howerton helped set it up.

**PAUL A. JOHNSTON** has been appointed president in charge of contracts administration at Martin Marietta Corp.

**GEORGE WASHINGTON UNIVERSITY** Law School is doing a pilot project on using computers to locate legal information. If successful, it'll allow lawyers to find "case profile histories" — a form of bibliography of law case references — in a matter of minutes.

**THE American Astronautical Society** will hold its Eighth Annual Meeting here Jan. 16-18.

**THE** new manager of personnel at Washington Technological Associates, Inc. at 979 Rollins av, Rockville is Paul E. Rohrman. He was personnel manager for Hot Shoppes, Inc.

Pete Edson's column appears five days a week in *The News*.